

# BANGOR, MAINE



## Community & Economic Profile 2005

### Community

The City of Bangor combines traditional New England charm with a very modern sensibility; an enriching balance that gives Bangor a unique quality of life. As testimony, *World Trade* recognized Bangor as one of the Top Ten "Quality of Life" places to live, with affordability, education, health care, and transportation as just some of the factors that determined its selection. In its 1999 and 1997 *Places Rated Almanac*, *Macmillan Travel's* named Bangor the best place to live among all small metropolitan areas. In particular, they cited Bangor's highly rated educational system, low crime rate, recreational opportunities and energetic Arts schedule. In the 2004 *Cities Ranked & Rated*, Bangor enjoys the 2<sup>nd</sup> highest ranking among all small metro areas. Bangor earned the coveted "Five Star" quality of life distinction from *Expansion Management Magazine* in 2005.

### Economy

Bangor is the economic center for all of central, northern and Downeast Maine. The combination of opportunity, affordability and urban amenities continually attracts professionals and businesses to the Bangor area. In October 2002, *Business Week* named Bangor as one of a "Dazzling Dozen" metro areas with low unemployment and a growing economy. The Bangor area is also a major center of learning for the state, which contributes to our population's higher than average educational level and assures employers a quality workforce.

Come and see why Bangor is recognized by *Business Week* as one of America's twelve pockets of prosperity. Bangor's Economic Development Staff is customer-friendly, and we will help you locate the resources you need so that your business may also enjoy prosperity in Bangor.

#### Contact Our Economic Development Team

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# BANGOR, MAINE

**Surprisingly Metro. Refreshingly Real. Bullish on Business.**

[www.bangormaine.gov](http://www.bangormaine.gov)



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### **Links to the www**

[www.bangormaine.gov](http://www.bangormaine.gov)  
[www.downtownbangor.com](http://www.downtownbangor.com)  
[www.mainegateway.com](http://www.mainegateway.com)  
[www.flybangor.com](http://www.flybangor.com)  
[www.bangorregion.com](http://www.bangorregion.com)  
[www.bangorcvb.org](http://www.bangorcvb.org)  
[www.bangorinfo.com](http://www.bangorinfo.com)

City of Bangor website  
Bangor Center Corporation  
Bangor Region Development Alliance  
Bangor International Airport  
Bangor Region Chamber of Commerce  
Bangor Convention & Visitors Bureau

# MUNICIPALITY

## CITY COUNCIL VISION STATEMENT

**BANGOR, THE ECONOMIC AND CULTURAL HUB  
OF NORTHERN AND CENTRAL MAINE AND GATEWAY TO THE MARITIMES,  
IS A COMMUNITY PROVIDING ABUNDANT OPPORTUNITIES, VALUED SERVICES, AND  
QUALITY OF LIFE FOR ITS CITIZENS AND VISITORS.**

The City of Bangor [www.bangormaine.gov](http://www.bangormaine.gov) operates under a home rule charter originally adopted by the voters in 1931. This Charter outlines Bangor's Council-Manager form of government. The City Council, composed of nine individuals elected at-large on a non-partisan basis, is the governing body of the City and is responsible for establishing overall policy, adopting an annual budget, and providing general oversight to the City's operations. Councilors are elected to three-year terms and three positions on the Council are up for election each year in November. Once elected, Councilors are limited to two consecutive three-year terms. With the exception of the management of the city's primary and secondary schools, the City Council has responsibility for the conduct of the city's affairs.

The Bangor School Department [www.bangorschools.net](http://www.bangorschools.net) is a part of City Government. A separately elected School Committee is charged with the overall supervision and management of the Department. Composed of seven members elected at large for three-year terms, the School Committee appoints a Superintendent who manages the day to day affairs of the Department. The City Council's authority over the School Department is generally limited to approval of the Department's annual operating budget. The City of Bangor employs over 1,000 full-time and part-time persons. Approximately 50 percent of these persons are employed by the School Department.

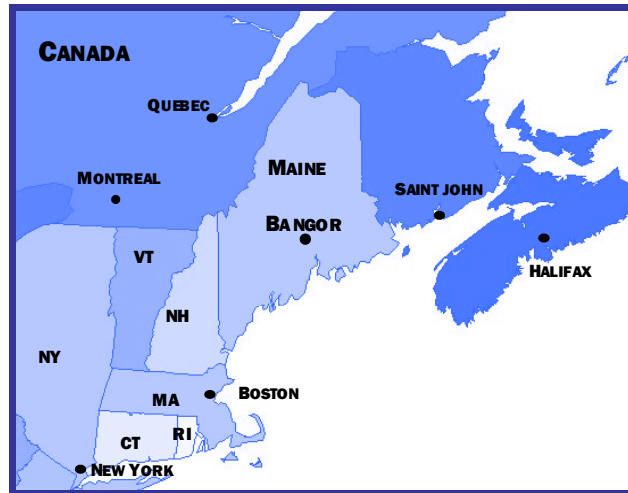
The City's operating principles include responsiveness to our citizens, professionalism in our daily operations, and efficiency in providing services to our community.



# Geography

## Driving Distance to Major Northeast Cities

| City                      | Miles |
|---------------------------|-------|
| Portland, Maine           | 130   |
| Saint John, New Brunswick | 190   |
| Boston, Massachusetts     | 235   |
| Quebec City, Quebec       | 240   |
| Montreal, Quebec          | 305   |
| New York City, New York   | 430   |
| Halifax, Nova Scotia      | 450   |



Bangor is at the center of the metropolitan markets of Montreal, Quebec, Halifax, Saint John, Boston and New York. Located within ten driving hours of 22% of the U.S. population and 50% of the Canadian population, the Bangor offers access to the powerful Northeastern corridor and beyond. Bangor is positioned 44.83 degrees north of the equator and 68.78 degrees west of the prime meridian.

With 30,933 square miles in size, Maine is New England's largest state representing half of

the total area occupied by the six New England states, and is 39<sup>th</sup> in size among the 50 states. The state boasts 3,478 miles of tidal shoreline and has 2,282 square miles of lakes, streams, and rivers. The City of Bangor is located in south central Maine at the navigable terminus of the Penobscot River, 30 miles north of the Atlantic Ocean. The City of Bangor occupies 34 square miles of land on the western side of the Penobscot River. In addition to the Penobscot River, which defines part of the city's eastern boundary, the Kenduskeag Stream flows through the city, emptying into the Penobscot River in the downtown area. Bangor is the seat of Penobscot County.

Bangor lies in a river valley near sea level. The areas to the north are hilly and wooded with a mix of deciduous and coniferous forests. The shore area is 30 miles to the south, and the "Down East" coast to the northeast is a classic New England coastline with fishing and other recreational sites. Acadia National Park is 40 miles to the south. The climate in Bangor is continental with a marine influence and four very distinct seasons. Precipitation is moderate and spread throughout the year, although fall tends to be the driest.





# Overview of Bangor



The City of Bangor is the economic, educational, recreational, distribution, and health care center for the central, eastern and northern Maine regions. Bangor serves as northern New England's economic link to the Canadian Maritimes and Eastern Quebec, and is a major center for the communication, banking, commercial, industrial, and governmental sectors.

Bangor prides itself on being an innovative, results-oriented community with a proven track record in undertaking successful ventures. The influence of Bangor's employment and service sectors is far-reaching and significant. Bangor's retail, infrastructure and facilities serve about 144,000 people in the Bangor Metropolitan Statistical Area and beyond. Indeed, Bangor is the employment, commercial, media and transportation center serving more than one-third of Maine's population. All this activity takes place in America's Safest Metropolitan Area, according to the *Morgan Quitno Press 2004 Safest Metro Area Awards* which ranked Bangor as the safest Metropolitan Area in the United States.

Bangor is also the region's cultural center, home to the Maine Discovery Museum, Penobscot Theater Company, University of Maine Museum of Art, Bangor Museum and Center for History, and the oldest community symphony in the nation, the Bangor Symphony Orchestra. In recognition of Bangor's cultural base, the National Council for the Arts selected Bangor as Host City for the 2002-04 series of the National Folk Festival, and to its successor, The American Folk Festival, beginning in 2005. Investment in arts and culture is a strategy that Bangor has successfully used to reinvigorate its downtown.

The Bangor region's proximity to mountains, lakes, and the coast attracts hundreds of thousands of visitors annually. Located within an hour's drive of Bangor are such renowned attractions as Acadia National Park, Mt. Katahdin and Baxter State Park. Those who make the Bangor region their home recognize the special quality of life created by the blend of its metropolitan qualities with the area's stunning landscape.

# Community Demographics

## Population

The July 1, 2004 U.S. Census Bureau population estimate for the City of Bangor is 31,595. Bangor is the largest city in Penobscot County, population 148,196, and the third largest city in Maine, population 1,317,253. Bangor is the largest community in the Bangor MSA, population 128,520.

The City of Bangor is largely homogenous. Whites comprise 96.3% of a population that is of primarily European descent. The three next largest race percentages are American Indian 1.6%, Asian 1.5%, and Black or African American 1.4%. Females represent 53.1% of the total population, and males represent 46.9%. (Source: Census 2000)

Bangor's average household size is 2.12 persons, average family size is 2.81. Most of Bangor's residents, 70%, were born in Maine, 25.5% were born in another state, 1.5% were born outside the US, 1.8% were naturalized citizens, and 1.6% were foreign born and not US citizens. People in Bangor tend to stay in the geographic area, 47% of people lived in the same house they lived in five years before, 32% lived in a different house but the same county and 10.6% lived in a different county but still in Maine. (Census 2000)

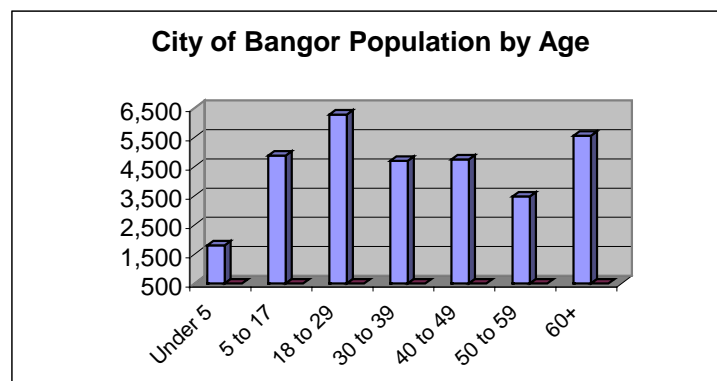
## Resident Profile

(Census 2000)

|                       | <b>MSA</b> | <b>U.S.</b> |
|-----------------------|------------|-------------|
| Single                | 40.7%      | 43.6%       |
| Married               | 59.3%      | 56.4%       |
| Divorced              | 8.7%       | 8.4%        |
| Separated             | 1.8%       | 3.0%        |
| Married with children | 29.9%      | 28.7%       |
| Single with children  | 10.0%      | 10.1%       |

## Age

The median age in the City of Bangor is 36.1. The largest population age group is 18 - 29 followed by seniors, then school age children. (Census 2000)



## Housing

The total number of available housing units in Bangor increased from 14,366 in 1990 to 14,587 in 2000. (Census 2000) Calculated vacancy rates for homeowners rose by 2.0%. In 2002, the State of Maine had a homeowner vacancy rate of 1.1 percent and a rental vacancy rate of 5.6%. The Maine State Housing Authority lists the 2004 median home price for Bangor at \$117,000. Average prices for rent and utilities in 2004 for the Bangor area, according to the National Low Income Housing Coalition, range from \$505 to \$923.

| <b>2004 Rental Cost</b> |       |
|-------------------------|-------|
| 1 Bedroom               | \$505 |
| 2 Bedrooms              | \$642 |
| 3 Bedrooms              | \$819 |
| 4 Bedrooms              | \$923 |

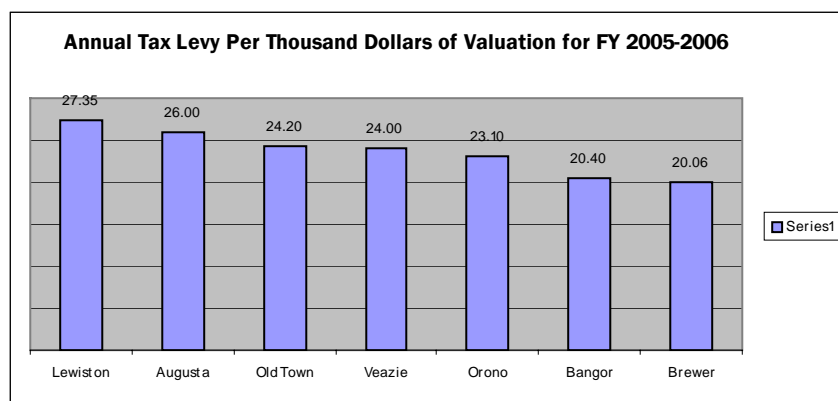
## Per Capita Income Growth

Since 2000, Bangor has experienced a steady per capita income growth rate that exceeds the national average. Per Capita Income in Bangor grew 5.8% from 2000 to 2001 and 4.7% from 2001 to 2002 compared to a national growth rate of 2.4% and 0.7% respectively. The 2000-2003 average annual growth rate of PCPI in Bangor was 4.9%. The average annual growth rate for the nation was 3.0%

| <b>Per Capita Personal Income &amp; Annual Percent Change</b>           |                      |                 |              |                 |                   |                 |
|---|----------------------|-----------------|--------------|-----------------|-------------------|-----------------|
|   | <b>United States</b> | <b>% change</b> | <b>Maine</b> | <b>% change</b> | <b>Bangor MSA</b> | <b>% change</b> |
| <b>2000</b>   | \$29,845             | 6.8%            | \$25,969     | 6.1%            | \$23,622          | 6.8%            |
| <b>2001</b>   | \$30,575             | 2.4%            | \$27,286     | 5.1%            | \$24,994          | 5.8%            |
| <b>2002</b>   | \$30,804             | 0.7%            | \$28,177     | 3.3%            | \$26,163          | 4.7%            |
| <b>2003</b>   | \$31,472             | 2.2%            | \$29,164     | 3.5%            | \$26,780          | 2.4%            |
| <b>Source: Bureau of Economic Analysis, U.S. Department of Commerce</b> |                      |                 |              |                 |                   |                 |
| <b>Bangor MSA data release date: April, 2005</b>                        |                      |                 |              |                 |                   |                 |

## City of Bangor Mill Rate

Bangor's Mill Rate of 22.05 compares favorably to surrounding towns and other service center cities and towns in Maine, making Bangor a great value. (Source: Respective town office)



# Education

## K-12

Providing world-class education for all of its citizens is a top priority in Bangor and in all of Maine, making our state a national leader in primary education. Maine is one of the "Smartest States" in the nation, ranking in the top 10% of states for the quality of elementary and secondary education (Morgan Quitno Press). Maine ranked 3rd in the US in the "school climate" category which includes class, school safety, and parental involvement (Education Week, 2004). According to Standard and Poor's Spring 2005 *SchoolMatters*, the Bangor School Department is one of nine "outperforming" school systems in Maine. Bangor schools rank among the best in New England, earning distinction for standardized test scores, advanced placement programs, math competitions, music, art, and sports.

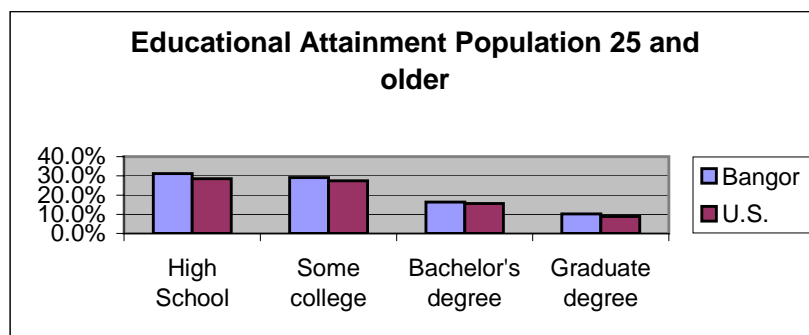
## Post-secondary

The Bangor Region is fortunate to have an unusually high number of post-secondary educational institutions close at hand providing convenient access to research, lifelong learning experiences, and employee training opportunities. Collectively these educational institutions offer a wide range of programs aimed at both traditional and non-traditional students. These include: Maine Maritime Academy [www.mainemaritime.edu/](http://www.mainemaritime.edu/), Eastern Maine Community College [www.emcc.edu](http://www.emcc.edu), University College of Bangor [www.uma.maine.edu/bangor](http://www.uma.maine.edu/bangor), Beal College [www.bealcollege.com](http://www.bealcollege.com), Bangor Theological Seminary [www.bts.edu](http://www.bts.edu), Husson College [www.husson.edu](http://www.husson.edu), the New England School of Broadcasting [www.nescom.edu/](http://www.nescom.edu/), Unity College [www.unity.edu](http://www.unity.edu), the College of the Atlantic [www.coa.edu](http://www.coa.edu), Colby College [www.colby.edu/](http://www.colby.edu/), and the University of Maine [www.umaine.edu](http://www.umaine.edu), the State's University System flagship campus.

The University of Maine is located eight miles north of Bangor with over 11,000 students in baccalaureate and graduate programs. The University of Maine is Maine's center for research and graduate education, attracting students from around the world and helping to create a cosmopolitan university environment in a rural New England setting.

## Educational Attainment

Educational attainment in Bangor is significantly higher than the national level. According to the 2000 census, 87 percent of Bangor residents achieved a high school diploma and 27 percent a bachelor's degree or higher, compared to 80 percent and 24 percent nationally, respectively. The Bangor Region's abundance of post-secondary educational institutions assures employers and their workforce access to life-long training opportunities.







# Transportation

## Highways

Bangor is located on I-95, the major north-south corridor on the East Coast. I-395 provides a quick access to State Route 1-A, which connects to the Maine Coast. Canada is 90 minutes away on State Route 9. Virtually any location in Bangor is only ten minutes away. If you are tired of long commutes, gridlock, and traffic frustration, Bangor's the place to be.

## Air Service

Bangor International Airport (BGR) is a CAT III, 24/7 full service airport equipped to service your domestic passenger flight needs, international flight service needs, corporate aircraft needs and cargo needs. BGR is the leading technical and government clearance stop in the business. BGR offers a broad range of convenient and affordable jet service provided by Delta, Northwest, USAirways, American, and Continental Airlines. BGR Non-stop Service Destinations include Boston, New York City LaGuardia, Philadelphia, Detroit, Minneapolis, Cincinnati, and Newark, with onward connections nationally and worldwide.

## Rail

The Bangor area serves as a junction point for the two rail systems that service the northern and central part of the state. Canadian Atlantic Railway operates a third rail system in the area, one that runs east-west through the northern part of the state.

## Sea

Within 30 miles of Bangor are three ports that transport commodities swiftly and safely to points across the United States and Canada via a cohesive intermodal transportation system. These ports also offer the shortest routes for European-bound cargo. Eastern Maine is proud of the new Estes Point deep-water seaport in Eastport. This port is the deepest port on the Eastern Seaboard.

## Bus

Three bus lines provide inter-city service to Bangor. Cyr Bus Line, which operates out of Old Town, provides regular service from Bangor to northern Maine and tours to events. Concord Trailways provides daily service from Bangor to Boston and points between as well as to northern Maine. Greyhound Lines provides service along U.S. Route 1, with stops from Portland to Bangor.

## Local Transportation

The City of Bangor operates a six-community bus system, *The BAT Community Connector*, that provides inexpensive and convenient mass transit service throughout the area. The Bat runs Monday through Saturday and serves an urban population of 65,807 people.

# Utilities

## *Electricity*

The area's major electric utility is the Bangor Hydro-Electric Company. In addition to its residential programs, Bangor Hydro-Electric offers a number of commercial and industrial programs. Bangor Hydro provides power delivery through advanced switching technologies, protective devices, and dual power feeds. This helps ensure that Bangor Hydro customers receive quality, reliable electric service.

Commercial and industrial rates are based upon a number of factors including the characteristics of a customer's energy consumption, the voltage at which the customer is served, and the customer's ownership of transformers and related facilities. Customers who meet the eligibility criteria can also take advantage of a number of programs that are offered through Bangor Hydro-Electric Company. These include special economic development rates for both current and new customers and competitive energy rates for certain end uses such as electric heat. In the construction of new facilities, the company offers a negotiable multi-year contract for energy services that takes into account construction costs borne by the customer. Bangor Hydro-Electric will work one-on-one with its commercial and industrial customers to identify the best price and value for energy services provided. Bangor Hydro is prepared to negotiate incentive rates for business attraction and economic development.

## *Telecommunications*

With more than 110,000 miles of fiber optic cable and 100 percent digital phone switching technology in place, Maine leads the country with its telecommunications infrastructure. Maine is highly "nexus friendly" – a safe haven in which call centers and their clients can avoid collecting and remitting sales tax. Maine was the first state to have a statewide ATM (Asynchronous Transfer Mode) fiber-optic-based network, allowing efficient digital transmission of voice, data and full-motion video. Maine is one of the only states in the country to have an entirely redundant fiber optic loop.

Bangor is one of the two major telecommunications hubs in Maine and is a connecting point for much of Maine's fiber optic- based lines and offers DSL. Based on FCC service quality data, Maine service and reliability ratings are among the best in the country. Verizon is the State's major service provider.

Available advanced services include DSL Frame Relay Service; Integrated Service Digital Network (ISDN) – both basic and primary; Voice Messaging Service; 45 Megabit (MBPS) Service; Infopath Packet Switching Service; 56 Kilobit (KB) Service; Superpath 1.544 Megabit (MBPS) Service; Flexpath Digital PX Service; Digital Centrex Service; Digital Data Services 2.4 KB-56 KB; Caller Identification; and Call Trace.

## *Petroleum and Natural Gas*

Nearly 300 companies service Maine with heating oil, gasoline, diesel fuel, kerosene, propane, and other petroleum products. In the Bangor area, there are both small and

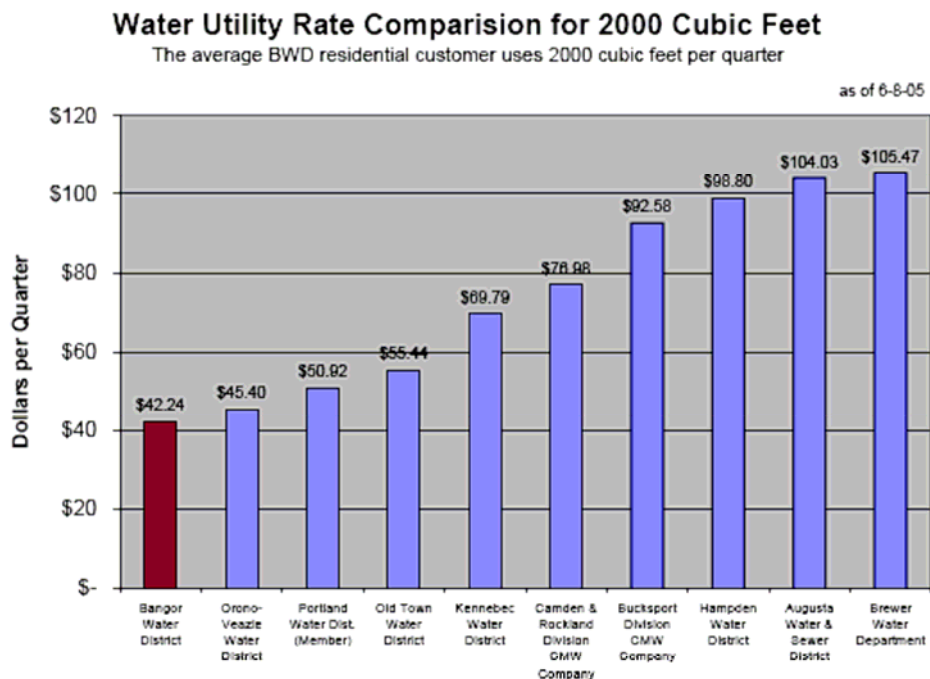


large companies competing in the fuel business. The Irving Oil Company owns a 450-foot pier in Bangor where it maintains 5 large fuel storage tanks. Similarly, the Webber Energy Fuel Company has a terminal in Bangor on the Penobscot River where it maintains 2 large fuel storage tanks and a larger facility in nearby Bucksport, where the International Paper mill is located. Other companies with terminals on the Penobscot River in the Bangor area include Texaco and Mobil Oil Corporation. Other large independent retailers operating in the area are The Dead River Company, R.H. Foster Fuels and Old Town Fuel Company and Cold Brook Energy Inc.

The Bangor area is served with natural gas for large users. There are also companies serving the local market with bulk tank delivery of petroleum products and natural gas.

### Water

The Bangor Water District [www.bangorwater.org](http://www.bangorwater.org) is a quasi-municipal utility providing public drinking water and fire protection services to the citizens of Bangor and portions of the neighboring communities of Clifton, Hermon, Eddington, Hampden, Orrington, Veazie. The average residential customer consumes 20 hundred cubic feet or 15,000 gallons of water each quarter. In Bangor this volume of water costs \$42.24. The chart below shows how the rates in Bangor compare to various Maine towns.



### Waste Water

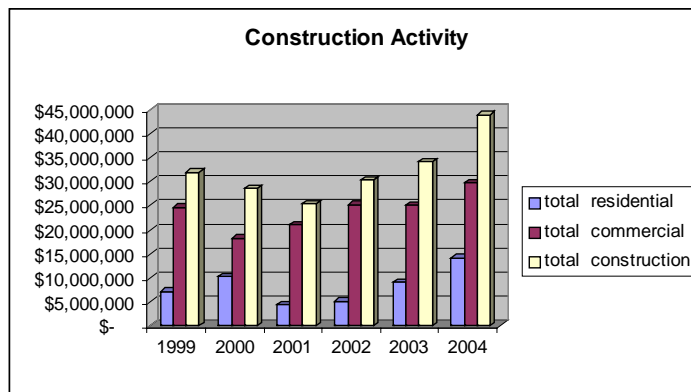
Bangor's sewer charges are based on water consumption. The current rate is \$4.14 per hundred cubic feet of water consumption per quarter. An industrial abatement program exists for certain users. A submeter program is also in place for water used that does not ultimately go into the sewer system. The minimum quarterly charge is \$49.68 for 900 cubic feet. The average Bangor household uses approximately 2,000 cubic feet of water per quarter, which results in a quarterly sewer bill of \$82.80.

# Development Activity

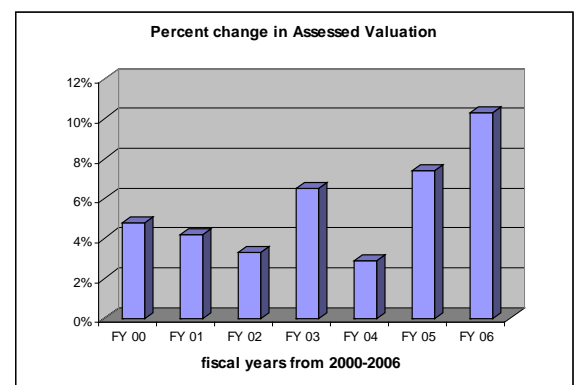
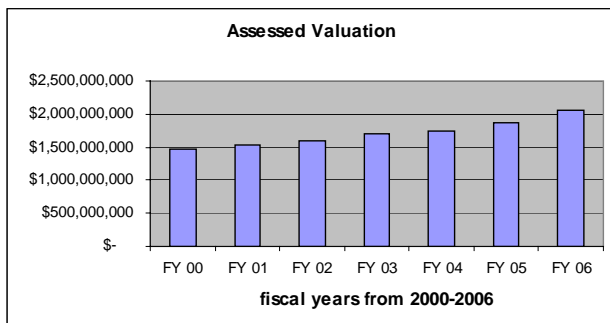
Bangor continues to experience robust commercial development activity and economic growth. Downtown, industrial and business parks, the mall and other retail districts have all benefited from substantial new investments. Since 1996, a steady stream of investment has gone into rehabilitation, reuse, and expansion of existing Downtown real estate assets. Downtown's revival is being accomplished with both public funds and private investment.

Commercial construction activity is key to the growth of Bangor's economic base. In 2004, commercial construction amounted to \$29,770,741, up 19% from \$25,064,109 in 2003 and up an amazing 63% from the year 2000. The total dollar amount of commercial construction activity from 2000 to 2004 was \$119,321,030.

Bangor is also enjoying residential development activity. There were 366 residential construction permits issued in 2004 amounting to \$14,142,795, up 57% from \$9,032,317 in 2003. The total dollar amount of residential construction activity from 2000 to 2004 was \$43,140,187.



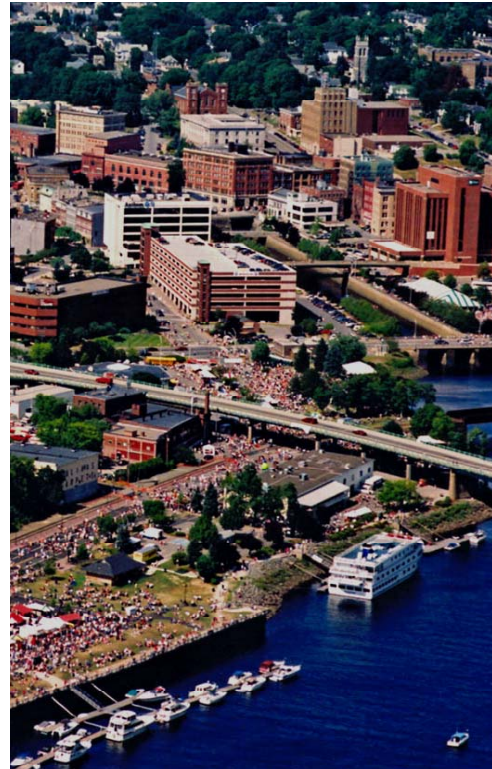
For the fiscal year ending June 30, 2006, Bangor's assessed valuation increased a remarkable 10.3% after a 7.4% increase in 2005. The City of Bangor's total assessed value increased \$127,916,000 in 2005 and \$191,431,000 in 2006, adding more than \$319 million to the City's tax base in the last two years.



# The Bangor Waterfront Project

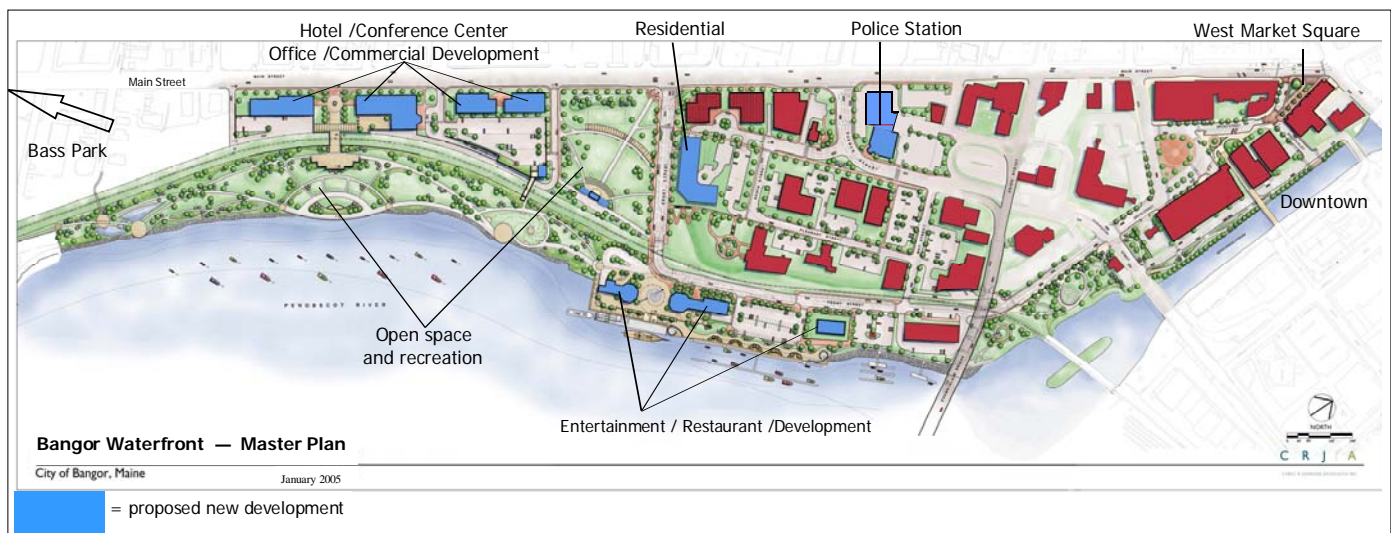
The City of Bangor has assembled one mile of prime riverfront property for commercial development and public use in an area that provides connectivity between downtown and Bass Park recreation complex. The development will create year round visitor attractions and accommodations, conference facilities, residential complexes, unique retail shops, and offices in a waterfront park atmosphere.

In addition to the land earmarked for private development, the City intends to reserve the Penobscot River's edge for a one-mile long, 12-acre public riverfront park for public recreation and open space use. Infrastructure, landscape, streetscape, and parking improvements are underway to support the public spaces and private development.



The Bangor Waterfront was critical to Bangor being chosen as host community for the 2002, 2003, and 2004 National Folk Festival and to its successor, The American Folk Festival, which began in August 2005. The Folk Festival draws over 100,000 people to the Waterfront for this three-day annual event. Bangor's Waterfront was also critical to Bangor's selection as homeport for American Cruise Lines 170' luxury cruise ship, *American Glory*.

Throughout the year, residents of Bangor and surrounding communities demonstrate their excitement for the waterfront by using it for a variety of entertainment and recreational purposes.





# Business & Industrial Parks

The City of Bangor invites you to locate your business in one of its three high visibility, city owned and operated Business & Industrial parks: **Maine Business Enterprise Park**, **BIA Commercial/Industrial Park**, and **BanAir Industrial Park**. These ready-to-develop building sites are:

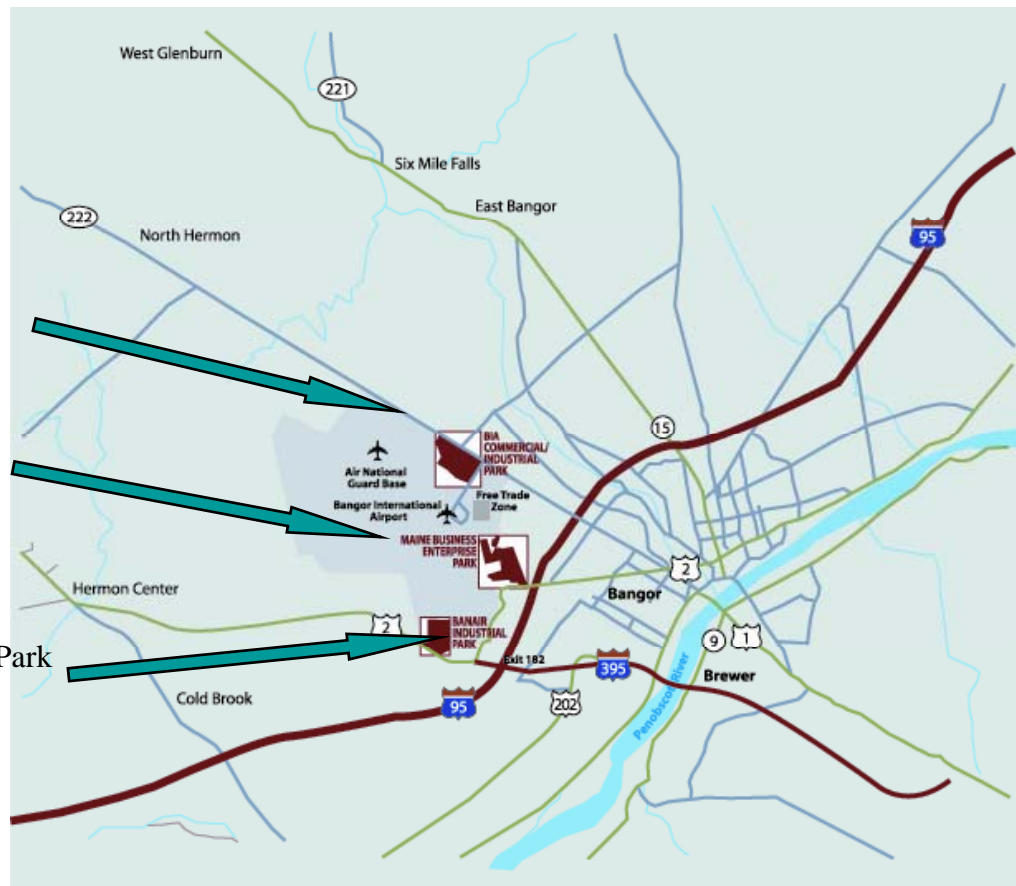
- Environmentally approved with utilities in place
- In a telecommunication hub with state-of-the-art, redundant fiber optic cable
- Adjacent to Bangor International Airport, a CAT III, 24/7 full service airport
- Within two miles of three Interstate-95 interchanges
- Within 30 miles of three ocean ports with service to European ports
- Within easy commuting distance of a 140,000-employee workforce
- Near the Foreign Trade Zone offering duty-free importing

**ASSISTANCE AVAILABLE:** We can develop specific and aggressive packages of incentives for quality economic development projects as well as provide assistance with site plan development and permitting. Bangor's Economic Development team is prepared to assist you any way we can.

BIA Commercial /  
Industrial Park

Maine Business  
Enterprise Park

BanAir Industrial Park





# MAINE BUSINESS ENTERPRISE PARK

**CONTACT** BANAIR Corporation  
73 Harlow Street, Bangor, Maine 04401  
Telephone: 207.947.4842 Fax: 207.945.4447 Email: [steve.bolduc@bgrme.org](mailto:steve.bolduc@bgrme.org)

**TOTAL ACRES** 46.15  
**AVAILABLE ACRES** 32.34  
**RANGE OF LOT SIZES** 1.29 to 4.65  
**LAND USE**

Preferred Uses– Professional offices, technology based research and testing facilities, service business, manufacturing, processing and medical.

**ADJACENT USES**

General commercial, office and retail uses, bank operation Center, Bangor International Airport, Bangor Community College.

**PUBLIC WATER**

8-12 inch line, fire flow capacity.

**PUBLIC SANITARY**

Average Daily Demand 8MGD, capacity 18MGD.

**NATURAL GAS**

8 inch line on Maine Ave and Venture Way to Corporate Drive.

**ELECTRICITY**

Three-phase power up to 12,470 volts. Substation network with redundant transmission loop.

**TELECOMMUNICATIONS**

Maine has the first statewide high bandwidth Asynchronous Transfer Mode, entirely redundant, fiber-optic-based 100% digitally switched network enabling users to simultaneously transfer voice, data, and video at very high speeds. Maine's service and reliability ratings are among the best in the country, based on FCC service quality data.

**PROXIMITY TO HIGHWAY**

Three I-95/I-395 interchanges within 1.5 miles, one within 750 feet of the site.

**PROXIMITY TO RAIL**

Four miles from Montreal, Maine & Atlantic Railroad line.

**PROXIMITY TO SEAPORT**

Within thirty miles of three ocean ports. Three miles from the navigable waters of the Penobscot river.

**PROXIMITY TO AIRPORT**

Adjacent to Bangor International Airport.

**AIRPORT SERVICES**

Bangor International Airport (BGR) is a full-service passenger, general aviation, and commercial airport open 24/7. BGR offers a broad range of convenient, affordable jet service to and from national and regional hubs connecting nationwide, and worldwide with Non-stop service to Boston, New York City LaGuardia, Philadelphia, Cincinnati, Detroit, Minneapolis-St. Paul and Newark. BGR facilitates the origination of cargo shipments, has over 30,000 sq. ft. of warehouse space located on the field, and offers air-ground freight services.

**FOREIGN TRADE ZONE**

Available through BanAir Corporation. Bangor's FTZ (U.S. No. 58) consists of 33 acres in the airport complex. The site includes a central import processing building with 25,000 square feet of heated warehouse or light manufacturing space.

**OTHER AMENITIES**

Campus-like atmosphere, wide streets, mature trees, wooded areas, and walking paths. Fitness Center within walking distance. Development protected by development covenants.



Available lots =   
Occupied =





# BANAIR INDUSTRIAL PARK

## CONTACT

BANAIR Corporation  
73 Harlow Street, Bangor, Maine 04401  
Telephone: 207.947.4842 Fax: 207.945.4447 Email: [steve.bolduc@bgrme.org](mailto:steve.bolduc@bgrme.org)

**TOTAL ACRES** 31.5

**AVAILABLE ACRES** 7.12

**RANGE OF LOT SIZES** .9 to 3.04

### LAND USE

Urban Industry District (UID). Permitted Uses—Commercial, wholesaling, warehousing or industrial.

### ADJACENT USES

General commercial and industrial uses.

### PUBLIC WATER

8-12 inch line, all are fire flow capacity.

### PUBLIC SANITARY

Average Daily Demand 8MGD, capacity 18MGD.

### ELECTRICITY

Three-phase power up to 12,470 volts. Substation network with redundant transmission loop.

### NATURAL GAS

8 inch line on US Route #2 runs to park entrance.

### TELECOMMUNICATIONS

Maine has the first statewide high bandwidth Asynchronous Transfer Mode, entirely redundant, fiber-optic-based 100% digitally switched network enabling users to simultaneously transfer voice, data, and video at very high speeds. Maine's service and reliability ratings are among the best in the country, based on FCC service quality data.

### PROXIMITY TO HIGHWAY

1 mile from I-95 and I-395.

### PROXIMITY TO RAIL

Within one-half mile from Maine Central Railroad/Springfield Terminal spur line. Three miles from Montreal, Maine & Atlantic Railroad line.

### PROXIMITY TO SEAPORT

Three ocean ports within 30 miles of Bangor offering service to European ports.

### PROXIMITY TO AIRPORT

Adjacent to Bangor International Airport.

### AIRPORT SERVICES

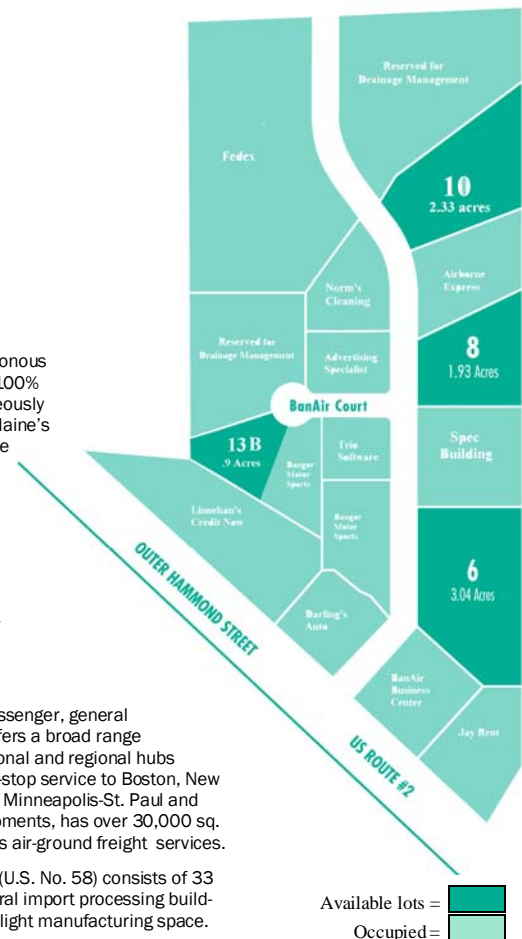
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### FOREIGN TRADE ZONE

Available through BanAir Corporation. Bangor's FTZ (U.S. No. 58) consists of 33 acres in the airport complex. The site includes a central import processing building with 25,000 square feet of heated warehouse or light manufacturing space.

### OTHER AMENITIES

Located in the area's major industrial/commercial area. Lots 6, 8, and 10 are part of Bangor's designated Pine Tree Development Zone which allows qualified businesses to receive a host of economic incentive benefits.







# BIA COMMERCIAL / INDUSTRIAL PARK

## CONTACT

BANAIR Corporation  
73 Harlow Street, Bangor, Maine 04401  
Telephone: 207.947.4842 Fax: 207.945.4447 Email: [steve.bolduc@bgrme.org](mailto:steve.bolduc@bgrme.org)

## TOTAL ACRES

80.52

## AVAILABLE ACRES

20.71

## RANGE OF LOT SIZES

3.6 to 11.94

## LAND USE

Industry and Service (I&S). Permitted Uses – Manufacturing, assembling, warehousing, distribution centers, information processing and communications facilities, research and testing facilities.

## ADJACENT USES

General commercial, office and retail uses, GE Power Systems, Bangor International Airport.

## PUBLIC WATER

8-12 inch line, all are fire flow capacity.

## PUBLIC SANITARY

Average Daily Demand 8MGD, capacity 18MGD.

## ELECTRICITY

Three-phase power up to 12,470 volts. Substation network with redundant transmission loop.

## NATURAL GAS

8 inch line on Maine Ave and Griffin Road.

## PROXIMITY TO HIGHWAY

1 mile from I-95.

## PROXIMITY TO RAIL

Three miles from Montreal, Maine & Atlantic Railroad line.

## PROXIMITY TO SEAPORT

Three ocean ports within 30 miles of Bangor offering service to European ports.

## PROXIMITY TO AIRPORT

Adjacent to Bangor International Airport.

## AIRPORT SERVICES

Bangor International Airport (BGR) is a full-service passenger, general aviation, and commercial airport open 24/7. BGR offers a broad range of convenient, affordable jet service to and from national and regional hubs, connecting nationwide, and worldwide with non-stop service to Boston, New York City LaGuardia, Philadelphia, Cincinnati, Detroit, Minneapolis-St. Paul and Newark. BGR facilitates the origination of cargo shipments, has over 30,000 sq. ft. of warehouse space located on the field, and offers air-ground freight services.

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## FOREIGN TRADE ZONE

Available through BanAir Corporation. Bangor's FTZ (U.S. No. 58) consists of 33 acres in the airport complex. The site includes a central import processing building with 25,000 square feet of heated warehouse or light manufacturing space.

## OTHER AMENITIES

High visibility area with close proximity to retail and service centers.



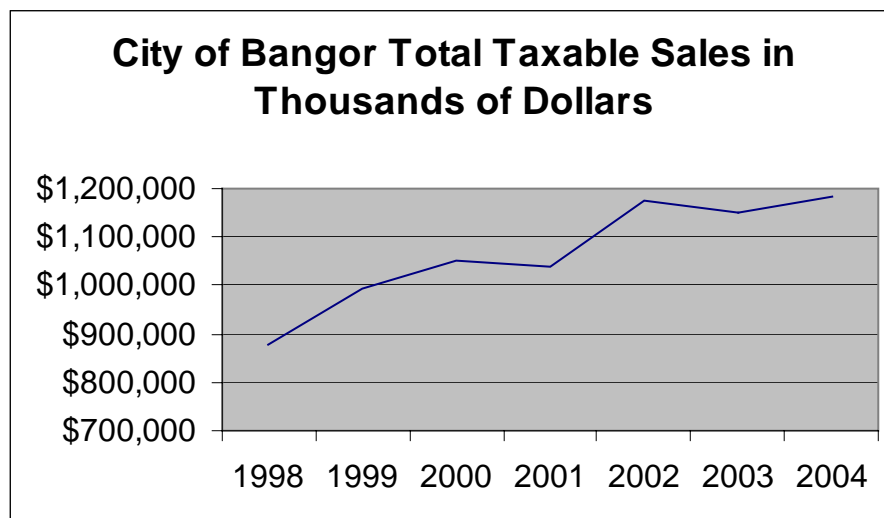
Available lots =   
Occupied = 



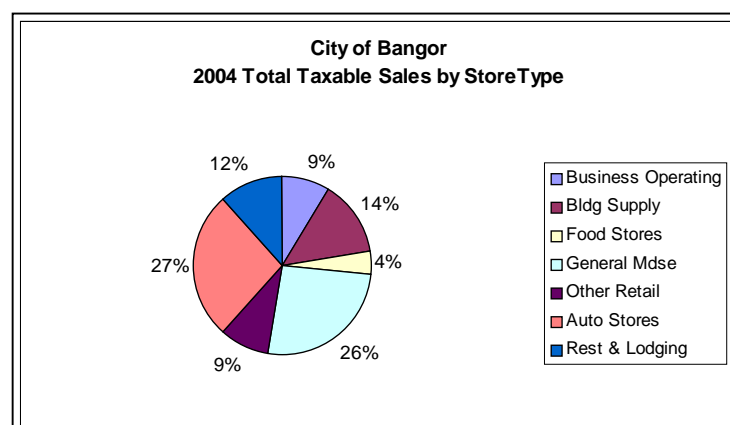
# Retail Sales

## City of Bangor Total Retail Sales

The City of Bangor's retail sales have grown from \$878,198,000 in 1998 to \$1,182,180,000 in 2004, an increase of \$303,982,000, 35%. Bangor's retail sector serves a market far beyond the confines of the Bangor metro area; it includes Aroostook County to the north, Washington County to the northeast, and, depending on the exchange rate between the two currencies, parts of Quebec and the Maritime Provinces of Canada. Overall, taxable consumer retail sales in the Bangor area are about three times as much as the local population would be expected to support.



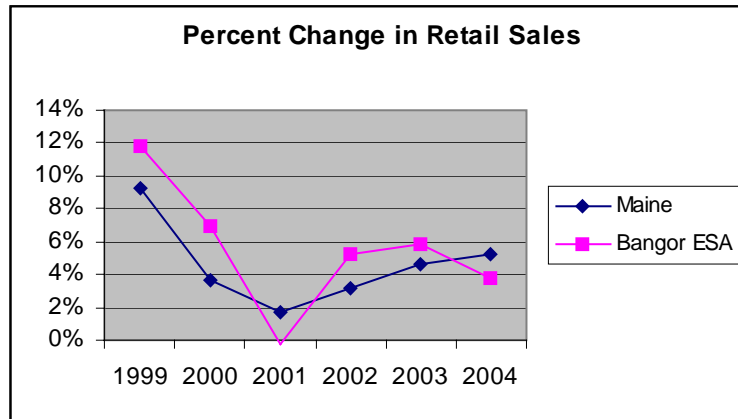
The composition of Bangor's total taxable sales by store group as a percentage of annual total taxable sales is shown in the following graph. The most significant store group share of total sales is Auto Stores, which is 27% of total sales. General Merchandise is the second largest store group at 26% of total sales followed by Building Supply at 14% and Restaurant and Lodging at 12%.





### **Bangor ESA Total Retail Sales**

The Bangor ESA currently serves as a retail powerhouse for the region, and it is growing. The growth rate of Total Retail Sales in the Bangor ESA has exceeded the State's in four of the past six years.



The chart below shows the breakdown of the 2004 Bangor ESA total retail sales by City and by category. It is clear that the driving force for the Bangor ESA performance figures is the **City of Bangor's 79% share** of total taxable sales of the Bangor ESA.

Data from the Bangor Suburban ESA provides another indicator of the City of Bangor's retail powerhouse status. The 31 towns that surround Bangor comprise the Bangor Suburban ESA with a total population of 51,470. The combined total taxable sales for those 31 towns amounted to only 26% of total taxable sales in the City of Bangor, population 31,550.

Clearly the City of Bangor is the retail-shopping destination of the region and Bangor provides the ideal location for businesses to succeed and grow.

| <b>Bangor ESA 2004 Total Taxable Sales<br/>In Thousands of Dollars</b>                                       |                     |                  |   |                    |
|--|---------------------|------------------|---|--------------------|
|  | <b>Bangor</b>       | <b>Brewer</b>    | <b>Total all Other<br/>Bangor ESA<br/>towns</b> | <b>Bangor ESA</b>  |
| Business Operating   | \$ 105,155          | \$39,978         | \$8,497   | \$153,630          |
| Bldg Supply  | \$ 160,551          | \$9,560          | \$9,304   | \$179,415          |
| Food Stores  | \$ 50,129           | \$16,384         | \$16,540  | \$83,052           |
| General Mdse   | \$ 303,862          | \$69,311         | \$4,168   | \$377,340          |
| Other Retail   | \$ 106,138          | \$11,554         | \$6,141   | \$123,833          |
| Auto Stores  | \$ 317,718          | \$65,102         | \$9,455   | \$392,275          |
| Rest & Lodging   | \$ 138,627          | \$20,704         | \$30,858  | \$190,189          |
| <b>Total Sales</b>   | <b>\$ 1,182,180</b> | <b>\$232,591</b> | <b>\$84,963</b>                                 | <b>\$1,499,734</b> |
| <small>*Bangor ESA: Bangor, Brewer, Great Works, Indian Isl Sta, Old Town, Orono, Stillwater, Veazie</small> |                     |                  |   |                    |
| <b>Maine Retail Sales Annual Review 2004</b>   |                     |                  |   |                    |
| <b>Source: Maine State Planning Office</b>   |                     |                  |   |                    |

\*Bangor SUB Alton, Argyle, Bradley, Cardville, Carmel, Clifton, Corinna, Corinth, Costigan, Dixmont, E Eddington, Eddington, Etna, Exeter, Glenburn, Greenbush, Greenfield, Hampden, Hampden Hights, Hermon, Holden, Hudson, Kenduskeag, Levant, Milford, Newburgh, Newport, Olamon, Orrington, Plymouth, Stetson

# Banking Sector

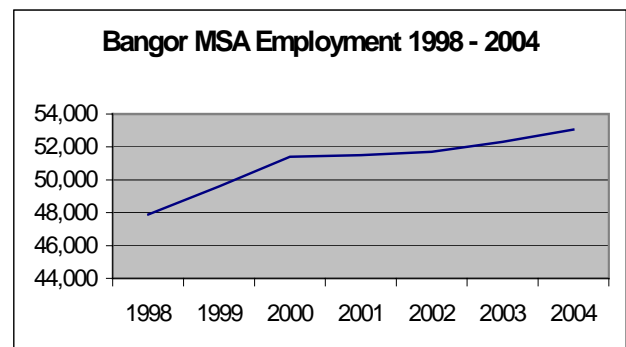
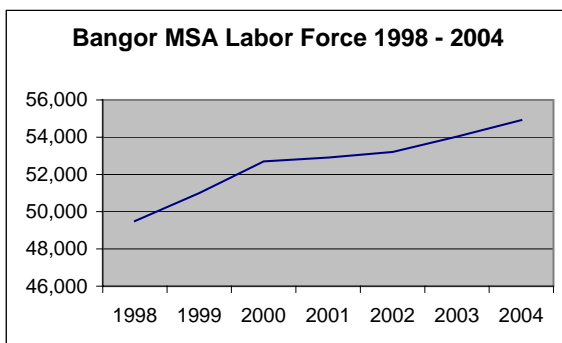
Maine's financial institutions remain in sound financial condition. Capital levels are strong, earnings support continued asset growth, and credit quality is at historically high levels. Data available January 2005 reports that as of June 30, 2004, total deposits in Bangor area banks and credit unions totaled \$1,526,487,000.

| Bangor Area Banking Total Deposits<br>As of June 30, 2004  |              |                        |
|--|--------------|------------------------|
| NAME   | CITY         | DEPOSITS               |
| Bangor Federal CU  | Bangor       | \$61,343,000           |
| Bangor Hydro Federal CU  | Bangor       | \$11,436,000           |
| Bangor Savings Bank  | Bangor       | \$434,287,000          |
| BankNorth, d/b/a Peoples   | Bangor       | \$99,313,000           |
| Bansco Credit Union  | Bangor       | \$12,161,000           |
| EMMC Federal CU  | Bangor       | \$28,677,000           |
| Fleet National Bank  | Bangor       | \$57,050,000           |
| Infinity Federal CU  | Bangor       | \$3,029,000            |
| Key Bank USA, National Association   | Bangor       | \$71,290,000           |
| Merrill Merchants Bank   | Bangor       | \$152,873,000          |
| Penobscot Federal CU   | Bangor       | \$1,488,000            |
| UnitedKingfield Bank   | Bangor       | \$70,210,000           |
| University Credit Union  | Bangor       | \$2,743,000            |
| Bangor Savings Bank  | Brewer       | \$61,794,000           |
| BankNorth, d/b/a Peoples   | Brewer       | \$30,979,000           |
| Brewer Federal CU  | Brewer       | \$30,177,000           |
| Fleet National Bank  | Brewer       | \$30,438,000           |
| Key Bank USA, National Association   | Brewer       | \$22,141,000           |
| Merrill Merchants Bank   | Brewer       | \$24,666,000           |
| Maine Savings Federal CU   | Corinth      | \$15,737,000           |
| UnitedKingfield Bank   | East Corinth | \$9,099,000            |
| Bangor Savings Bank  | Hampden      | \$7,633,000            |
| Fleet National Bank  | Hampden      | \$3,590,000            |
| Maine Savings Federal Cu   | Hampden      | \$46,218,000           |
| UnitedKingfield Bank   | Hampden      | \$7,946,000            |
| UnitedKingfield Bank   | Hermon       | \$8,275,000            |
| Merrill Merchants Bank   | Holden       | \$10,002,000           |
| Merrill Merchants Bank   | Milford      | \$1,667,000            |
| Bangor Savings Bank  | Old Town     | \$21,621,000           |
| Fleet National Bank  | Old Town     | \$24,646,000           |
| Key Bank USA, National Association   | Old Town     | \$10,034,000           |
| Penobscot Federal CU   | Old Town     | \$21,132,000           |
| Bangor Savings Bank  | Orono        | \$36,337,000           |
| Fleet National Bank  | Orono        | \$12,697,000           |
| Merrill Merchants Bank   | Orono        | \$19,286,000           |
| University Credit Union  | Orono        | \$60,634,000           |
| Merrill Merchants Bank   | Orrington    | \$3,829,000            |
| <b>Total Deposits &amp; Shares</b>   |              | <b>\$1,526,478,000</b> |
| Source: Maine Bureau of Banking, <i>Maine branch deposit data as of 6/30/04 and Annual Report from the Superintendent of The Bureau of Financial Institutions to the Legislature, January 15, 2005</i> |              |                        |

# Labor Market

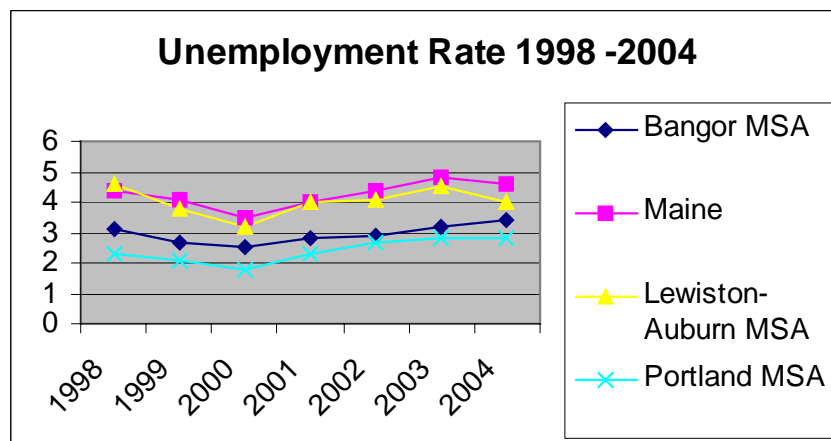
## BANGOR MSA LABOR MARKET

The Bangor MSA labor force has experienced steady growth since 1998, growing from 49,500 to 54,917 in 2004, a 10.9% growth. The Bangor MSA Employment picture is much the same, showing steady growth. Employment figures increased from 47,900 in 1998 to 53,058 in 2004. Each year's growth from 1998 to 2004 was, respectively, 1700, 1800, 100, 200, 600 and 758 for a total of 5,158 additional people employed, a 10.8% growth over the years.



The Bangor MSA enjoys a relatively stable labor market with unemployment rates lower than the State's average. The unemployment rate has ranged from 2.5 to 3.2 in the seven-year period from 1998-2004, well below national unemployment rates.

The chart below shows unemployment rates for Maine and the three MSAs, for the last seven years. While all rates show a similar pattern of decreasing unemployment rates until 2000 and then a gradual increase, Bangor has remained the most constant. In fact, the Bangor MSA's growth and low unemployment was recognized by *Business Week* when they named Bangor as one of a "Dazzling Dozen" metro areas constituting America's twelve pockets of prosperity.



# Availability of Work Force

## **BANGOR REGION LABOR FORCE PROFILE**

Despite Bangor's low rate of unemployment, employers still report large and exceptionally well qualified applicant pools. One reason is that within eight miles of Bangor, colleges provide over 16,000 people to our part-time labor pool and graduate 3,000 annually.

Bangor has a labor force of over 50,000 people, one of the largest in Maine. The Commuter Area Work Force, which includes communities within current commuting patterns, is over 139,00 people. As such, the Bangor area offers businesses access to a large, diverse labor force.

As the chart below shows, there is a ready labor pool of 8,460 workers seeking the opportunity for employment. Due to underemployment, the actual number of people who are seeking full-time employment is greater than the unemployment number suggests. According to a study commissioned by the Maine Department of Economic and Community Development and performed by the Center for Business and Economic Research by the University of Southern Maine, approximately 12% of those who work part-time would prefer full time work but are unable to find it.

Perhaps more telling in terms of the availability of a qualified, ready and willing workforce, the same study found the mean time to fill skilled manufacturing positions in the Bangor Region is only one week.

### **2003 Annual Average Bangor Region Commuter Workforce**

| <u><b>Labor Market Area</b></u> | <u><b>Labor Force</b></u> | <u><b>Employment</b></u> | <u><b>Unemployment</b></u> | <u><b>Rate</b></u> |
|---------------------------------|---------------------------|--------------------------|----------------------------|--------------------|
| Bangor MSA                      | 53,800                    | 52,000                   | 1,800                      | 3.30%              |
| Belfast                         | 18,270                    | 17,450                   | 820                        | 4.50%              |
| Bucksport                       | 4,970                     | 4,720                    | 250                        | 5.10%              |
| Dexter/ Pittsfield              | 12,250                    | 11,050                   | 1,200                      | 9.80%              |
| Dover-Foxcroft                  | 7,020                     | 6,440                    | 580                        | 8.20%              |
| Ellsworth                       | 21,600                    | 20,350                   | 1,250                      | 5.80%              |
| Greenville                      | 1,000                     | 920                      | 80                         | 8.30%              |
| Lincoln / Howland               | 6,090                     | 5,580                    | 520                        | 8.50%              |
| Millinocket                     | 4,440                     | 3,050                    | 1,400                      | 31.40%             |
| Outer Bangor                    | 10,040                    | 9,470                    | 560                        | 5.60%              |
| <b>Total</b>                    | <b>139,480</b>            | <b>131,030</b>           | <b>8,460</b>               | <b>6.07%</b>       |

Source: Maine Department of Labor, Division of Labor Market Information Services, Local Area Unemployment Statistics (LAUS), 2002-2003.

# Nonfarm Wage & Salary Employment

Bangor enjoys a healthy economic diversity in its labor market with employment in a broad range of sectors. The 2003 Occupational Wage Estimate data for the Bangor Metropolitan Statistical Area show a Bangor MSA mean wage of \$15.27 and a median wage of \$12.43 for the total of all occupations (Maine Department of Labor, [\*2003 Occupational Employment Wage Estimates for Maine\*](#)).

| <b>2002-2003 Bangor MSA Nonfarm Wage and Salary Employment by Sector</b><br><b>North American Industrial Classification System</b><br><b>Source: Maine Department of Labor</b> |                      |                       |                      |                       |
|--|----------------------|-----------------------|----------------------|-----------------------|
|  | <b><u>2002</u></b>   | <b><u>% Total</u></b> | <b><u>2003</u></b>   | <b><u>% Total</u></b> |
| <b><u>Goods Producing</u></b>  | <b><u>6,020</u></b>  | <b><u>10.2%</u></b>   | <b><u>5,970</u></b>  | <b><u>10.1%</u></b>   |
| <b><i>Natural Resources and Mining</i></b>   | 160                  | 0.3%                  | 160                  | 0.3%                  |
| <b><i>Construction</i></b>   | 2,260                | 3.8%                  | 2,360                | 4.0%                  |
| <b><i>Manufacturing</i></b>  | 3,600                | 6.1%                  | 3,440                | 5.8%                  |
| Durable Goods  | 1,930                | 3.3%                  | 1,850                | 3.1%                  |
| Non-Durable Goods  | 1,670                | 2.8%                  | 1,550                | 2.6%                  |
| <b><u>Service-Providing</u></b>  | <b><u>41,320</u></b> | <b><u>69.8%</u></b>   | <b><u>41,480</u></b> | <b><u>69.9%</u></b>   |
| <b><i>Trade, Transportation, &amp; Utilities</i></b>   | <b>13,370</b>        | <b>22.6%</b>          | <b>13,650</b>        | <b>23.0%</b>          |
| Wholesale Trade  | 2,190                | 3.7%                  | 2,210                | 3.7%                  |
| Retail Trade   | 8,760                | 14.8%                 | 9,080                | 15.3%                 |
| Transportation and Warehousing   | 2,210                | 3.7%                  | 2,180                | 3.7%                  |
| Utilities  | 210                  | 0.4%                  | 180                  | 0.3%                  |
| <b><i>Information</i></b>  | <b>1,750</b>         | <b>3.0%</b>           | <b>1,390</b>         | <b>2.3%</b>           |
| <b><i>Financial Activities</i></b>   | <b>2,130</b>         | <b>3.6%</b>           | <b>2,150</b>         | <b>3.6%</b>           |
| Finance and Insurance  | 1,570                | 2.6%                  | 1,540                | 2.6%                  |
| Real Estate & Rental & Leasing   | 560                  | 0.9%                  | 620                  | 1.0%                  |
| <b><i>Professional &amp; Business Services</i></b>   | <b>5,290</b>         | <b>8.9%</b>           | <b>5,280</b>         | <b>8.9%</b>           |
| Professional, Scientific, & Technical Svcs.  | 2,240                | 3.8%                  | 2,290                | 3.9%                  |
| Management of Companies & Enterprises  | 580                  | 1.0%                  | 580                  | 1.0%                  |
| Admin. & Support & Waste Mgmt. Svcs.   | 2,460                | 4.2%                  | 2,410                | 4.1%                  |
| <b><i>Education and Health Services</i></b>  | <b>11,180</b>        | <b>18.9%</b>          | <b>11,480</b>        | <b>19.3%</b>          |
| Educational Services   | 450                  | 0.8%                  | 480                  | 0.8%                  |
| Health Care and Social Assistance  | 10,730               | 18.0%                 | 11,000               | 18.5%                 |
| <b><i>Leisure and Hospitality</i></b>  | <b>4,790</b>         | <b>8.1%</b>           | <b>4,820</b>         | <b>8.1%</b>           |
| Arts, Entertainment, and Recreation  | 410                  | 0.7%                  | 410                  | 0.7%                  |
| Accommodation and Food Services  | 4,380                | 7.4%                  | 4,403                | 7.4%                  |
| <b><i>Other Services</i></b>   | <b>2,810</b>         | <b>4.8%</b>           | <b>2,730</b>         | <b>4.6%</b>           |
| Repair and Maintenance   | 640                  | 1.1%                  | 580                  | 1.0%                  |
| Membership Associations & Organizations  | 1,750                | 3.0%                  | 1,720                | 2.9%                  |
| <b><u>Government</u></b>   | <b><u>11,890</u></b> | <b><u>20.1%</u></b>   | <b><u>11,900</u></b> | <b><u>20.0%</u></b>   |
| <b>Total Nonfarm Wage and Salary Employment</b>  | <b>59,230</b>        | <b>100.0%</b>         | <b>59,360</b>        | <b>100.0%</b>         |



# Major Employers

Below are some of the major employers in the Bangor MSA. In addition, the Bangor Region is home to several significant industry clusters: Biotechnology, Precision Manufacturing, Geographic Information Systems, and Pulp & Paper.

## Some of the Major Employers in the Bangor MSA

Primary Source: Maine Department of Labor, 2003 data

| 1,000 – 4,999 Employees                | Description                                    |
|--|--|
| Eastern Maine Medical Center           | Regional health care center                    |
| Bangor Mall                            | Shopping complex                               |
| University of Maine                    | Main campus, state university system           |
| <b>500 – 999 Employees</b>             |  |
| Bangor Savings Bank                    | Financial Institution                          |
| General Electric Power Systems         | Turbine manufacturer                           |
| Microdyne Outsourcing                  | Call center for computer support services      |
| Acadia Hospital                        | Residential substance abuse treatment facility |
| St Joseph's Hospital                   | Health care center                             |
| Georgia Pacific Corp                   | Pulp and tissue producer                       |
| City of Bangor                         | Municipal government                           |
| Bangor School Dept                     | School Dept                                    |
| <b>250 – 499 Employees</b>             |  |
| Community Health & Counseling Services | Community social services                      |
| United States Postal Service           | Postal service                                 |
| Shop and Save Supermarkets             | Grocery chain                                  |
| Shaws Supermarkets                     | Grocery chain                                  |
| Bangor Hydro-Electric Co               | Electric Company                               |
| Webber Energy Co                       | Fuel wholesaler/distributor                    |
| Bangor International Airport           | Airport  |
| Child & Family Mediation               | Social Service                                 |
| Bangor Mental Health Institute         | Regional mental health care center             |
| Dysarts Transport Inc.                 | Truck Stops & Plazas                           |
| Verizon                                | Communications company                         |
| R.H. Foster, Inc                       | Fuel wholesaler/distributor                    |
| Bangor Publishing Company              | Newspaper publisher                            |
| Quirk Auto Park of Bangor              | Automobile Dealer                              |
| Microdyne                              | Technical & customer support center            |
| Wal-Mart                               | Department Store                               |
| Old Town Canoe Co                      | Boats - Manufacturers                          |
| H E Sargent Inc                        | Road Building Contractors                      |
| MBNA                                   | Credit card telemarketer                       |